NPTA MANAGEMENT NEWS

MAY 1990

Convenience, Cost Preserve Single Service Items' Popularity

NRA Show Expands for 1990

Checking Your Customer's Financials

Base Security Paper Pitch On Applications

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Editor & Publisher
William H. Frohlich

Senior Staff Writer
Joan Prevete O'Donnell

Contributing Editors
John J. Buckley
George Cain

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Cover Photo: Ben Asen

NPTA Launches SWAN Network

Because the paper merchant's need for information on solid waste management continues to grow, the National Paper Trade Association, inc., has created the Solid Waste Action Network (SWAN). The NPTA has developed a program that keeps members informed of legislation, new developments and trends in solid waste management, recycling, new products and ways the industry is coping with changes in the marketplace.

"The solid waste issue is affecting every aspect of the paper and plastics distributor's business," said John J. Buckley, NPTA president. "With the complexity of the issues surrounding solid waste and recycling growing, it is becoming more and more difficult for the paper and plastics distributor to track the changes," he said.

"If merchants do not stay current, armed with the latest information, they will lose their competitive advantage in the marketplace," Buckley said.

Those individuals who represent their companies as members of the Solid Waste Action Network have the following responsibilities:

1. To act as the contact person for his or her company for solid waste management issues.

2. To decide which information sent to the company would be used in company programs for employees and customer education.

3. To be willing to work with local task forces made up of interested parties. Letter writing, telephone calling, personal visits and public testimony may be needed.

4. To keep NPTA informed of developments in his or her area so special lobbying help may be directed.

5. To let NPTA know what his or her company is doing to be a responsible part of the solution to this very real problem. Tell NPTA what company programs are being developed.

If your company name is not on the Solid Waste Action Network (SWAN) list, sign up today. Send your name to NPTA headquarters, as the Association needs a high level of industry response to this important area of concern. "Be a participant. Be part of the solution," concluded Buckley.

Thus far, 113 company locations have joined with NPTA to keep up with these rapidly changing issues. The program is available at no charge to all members, Buckley said.

The SWAN Network

(as of 4/1/90)

Acme Paper & Supply Co.
Savage MD

Allied Paper Co.
Tacoma WA

Alling and Cory
Buffalo NY

Alling and Cory
Cleveland OH

Atlantic Paper & Twine Co.
Pawtucket RI

Bond Queen City
Elmira NY

Bradner Smith & Co.
Brookfield WI

Broward Paper & Packaging
Ft. Lauderdale FL

Bunzl Packaging Consultants
Worth IL

Bunzl Packaging Materials
Plymouth MN

Butler Dearden Paper Service
Worchester MA

Butler Paper Co., Inc.
Englewood CO

Butler Paper Co., Inc.
Franklin MA

Butler Paper Co., Inc.
Menomonee Falls WI

Camelot Distributing Co.
Atlanta GA

Canover Industries, Inc.
Maspeth NY

Cardinal Paper Co., Inc.
Oklahoma City OK

Carr Paper Co., Inc.
Pomona CA

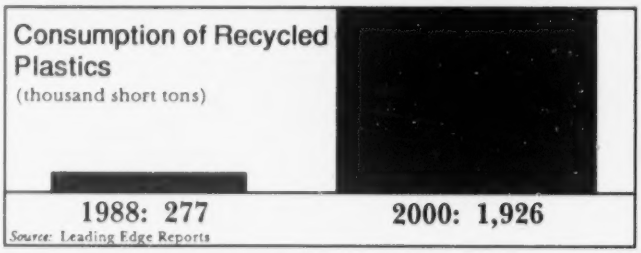
Carter Rice Paper Co.
Boston MA

Caskie Paper Co.
Raleigh NC

Cauthorne Paper Co., Inc.
Richmond VA

See Swan page 31

Use of Secondary Resins in Plastics to Grow 17.6% per Year Through 2000



Between 1982 and 1988, the volume of recycled plastics increased more than 27% annually to 277,000 tons, states Leading Edge Reports in its study "Recycling Opportunities." By the year 2000, the consumption of secondary resins is projected to reach 1.9 million tons, a 17.6% annual growth rate.

The study covers all metals and non-metals. The report shows that paper recycling will reach 48.6 million tons per year by the end of the century.

The full report, "Recycling Opportunities," costs $2,500 and is available from Leading Edge Reports at 216-791-5500.

Garbage is a "Time Bomb," Says NSWMA President

NEW YORK CITY...The rest of the country is "getting mad as hell and not going to take New York's trash much longer," reported Allen Moore, president of the National Solid Wastes Management Association (NSWMA). He spoke to the state panel about New York's garbage problem and refered to it as a "time bomb with a fuse that's getting shorter, faster than you think."

Moore stated that state legislatures and governors are taking action to restrict or stop the flow of what some refer to as "New York City produce" into their states.